



Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice No.: IND-1016-0011

Invoice Date: 9/20/17
Order Number: 0017544779
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID:	23-2868660
Contract Period:	10/1/2016 - 9/30/2017
Contract Amount:	\$2,250,000.00
Contract Number:	17466
Date of Services:	8/1/2017 -8/31/2017
Payment requested for:	Real Alternatives, Inc.
Description of Services and Total Paid:	\$206,483.85
See attached detailed charges required by ISDH program	
Project Code:	N/A
Activity Code:	N/A



Vendor's signature



Date



STANDARDS FOR
EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)

www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Expenses YTD-July 2017	Remaining Cost Aug 2017 to Sep-2017	Actual Cost Aug-17	Actual Expenses YTD-Aug 2017	Remaining Cost
Administrative	Salary	President & CEO	\$55,000.00	29,226.67	\$25,773.33	6,421.27	35,647.94	\$19,352.06
Administrative	Salary	VP of Administration	\$20,000.00	17,434.80	\$2,565.20	3,595.47	21,030.27	(\$1,030.27)
Administrative	Salary	Assistant Director of Finance	\$0.00	-	\$0.00	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$6,000.00	6,675.58	(\$675.58)	\$1,006.15	7,681.73	(\$1,681.73)
Administrative	Salary	Junior Accountant	\$0.00	-	\$0.00	-	-	\$0.00
Administrative	Salary	Bookkeeper	\$2,000.00	1,015.04	\$984.96	\$285.18	1,300.22	\$699.78
Services	Salary	VP of Operations	\$40,000.00	15,193.78	\$24,806.22	\$4,068.38	19,262.16	\$20,737.84
Services	Salary	Indiana Services Director	\$40,000.00	-	\$40,000.00	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$10,000.00	4,481.91	\$5,518.09	\$375.96	4,857.87	\$5,142.13
Services	Salary	Services Assistance	\$7,500.00	4,548.21	\$2,951.79	\$1,651.09	6,199.30	\$1,300.70
Services	Salary	Billing Coordinator	\$5,000.00	3,085.40	\$1,914.60	\$1,105.68	4,191.08	\$808.92
Services	Salary	Service Provider Approval	\$2,000.00	56.16	\$1,943.84	-	56.16	\$1,943.84
Services	Salary	Service Provider Monitoring	\$3,000.00	93.45	\$2,906.55	\$1,057.02	1,150.47	\$1,849.53
Services	Salary	Hotline Counselor	\$2,000.00	1,140.03	\$859.97	\$196.52	1,336.55	\$663.45
		Subtotal	\$192,500.00	\$82,951.03	\$109,548.97	\$19,762.72	\$102,713.75	\$89,786.25
Administrative	Fringe	Unused Sick	\$0.00	-	\$0.00	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	\$0.00	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$5,000.00	3,167.62	\$1,832.38	\$416.59	3,584.21	\$1,415.79
Services	Fringe	Payroll Taxes	\$9,000.00	1,729.91	\$7,270.09	\$577.70	2,307.61	\$6,962.39
Administrative	Fringe	Workers' Comp	\$500.00	215.46	\$284.54	\$26.21	241.67	\$258.33
Services	Fringe	Workers' Comp	\$500.00	178.26	\$321.74	\$32.24	201.50	\$298.50
Administrative	Fringe	Pension	\$2,500.00	1,411.48	\$1,088.52	\$303.29	1,714.77	\$785.23
Services	Fringe	Pension	\$2,000.00	665.08	\$1,334.92	\$194.84	859.92	\$1,140.08
Administrative	Fringe	Employee Group Ins	\$14,000.00	8,845.46	\$5,154.54	\$1,340.05	10,185.51	\$3,814.49
Services	Fringe	Employee Group Ins	\$10,000.00	3,584.50	\$6,415.50	\$550.34	4,134.84	\$5,865.16
		Subtotal	\$43,500.00	\$19,797.77	\$23,702.23	\$3,432.26	\$23,230.03	\$20,269.97
Administrative	Travel	Travel/Lodging	\$500.00	20.53	\$479.47	-	20.53	\$479.47
Services	Travel	Travel	\$10,000.00	1,522.68	\$8,477.32	\$722.95	2,245.63	\$7,754.37
		Subtotal	\$10,500.00	\$1,543.21	\$8,956.79	\$722.95	\$2,266.16	\$8,233.84
Administrative	Supplies	Office Expense	\$31,000.00	3,398.86	\$27,601.14	\$128.86	3,527.72	\$27,472.28
Administrative	Supplies	Computer Resources/Upgrades	\$15,000.00	-	\$15,000.00	-	-	\$15,000.00
Services	Supplies	Client Education Materials	\$20,000.00	10,294.18	\$9,705.82	-	10,294.18	\$9,705.82
Services	Supplies	Pregnancy Test Kits	\$5,000.00	4,349.10	\$650.90	\$501.40	4,850.50	\$149.50
		Subtotal	\$71,000.00	\$18,042.14	\$52,957.86	\$630.26	\$18,672.40	\$52,327.60
Administrative	Contracts	Accounting/IT/Legal consulting	\$10,000.00	2,992.23	\$7,007.77	\$176.77	3,169.00	\$6,831.00
Administrative	Contracts	Auditing	\$4,000.00	3,019.96	\$980.04	\$493.76	3,513.72	\$486.28
Administrative	Contracts	Copier Service Contracts	\$750.00	622.71	\$127.29	\$108.93	731.64	\$18.36
Services	Contracts	Client Service Providers	\$1,809,500.00	1,627,691.55	\$181,808.45	\$178,579.06	1,806,270.61	\$3,229.39
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	\$7,000.00	\$226.67	226.67	\$6,773.33
Services	Contracts	Services Advertising	\$0.00	-	\$0.00	-	-	\$0.00
Services	Contracts	Services Database Consulting	\$15,000.00	4,271.25	\$10,728.75	\$127.50	4,398.75	\$10,601.25
		Subtotal	\$1,846,250.00	\$1,638,597.70	\$207,652.30	\$179,712.69	\$1,818,310.39	\$27,939.61
Administrative	Other	Professional Development	\$2,000.00	1,072.00	\$928.00	\$95.31	1,167.31	\$832.69
Administrative	Other	Job advertising	\$500.00	290.79	\$209.21	-	290.79	\$209.21
Administrative	Other	New employee screening	\$250.00	-	\$250.00	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$10,000.00	1,645.23	\$8,354.77	\$47.75	1,692.98	\$8,307.02
Administrative	Other	Rent	\$40,000.00	8,741.53	\$31,258.47	\$1,494.00	10,235.53	\$29,764.47
Administrative	Other	Telephone Service	\$3,500.00	1,520.15	\$1,979.85	\$259.10	1,779.25	\$1,720.75
Administrative	Other	General Business Liability Ins	\$1,000.00	405.49	\$594.51	\$67.51	473.00	\$527.00
Administrative	Other	Insurance - Directors & Officers	\$1,500.00	989.36	\$510.64	\$146.83	1,136.19	\$363.81
Services	Other	Toll Free Referral System	\$2,500.00	728.79	\$1,771.21	\$112.47	841.26	\$1,658.74
Services	Other	Contract Closeout Cost	\$25,000.00	-	\$25,000.00	-	-	\$25,000.00
		Subtotal	\$86,250.00	\$15,393.34	\$70,856.66	\$2,222.97	\$17,616.31	\$68,633.69
Administrative			\$225,000.00	92,710.95	\$132,289.05	\$16,413.03	109,123.98	\$115,876.02
Services			\$2,025,000.00	\$1,683,614.24	\$341,385.76	\$190,070.82	\$1,873,685.06	\$151,314.94
		Total	\$2,250,000.00	\$1,776,325.19	\$473,674.81	\$206,483.85	\$1,982,809.04	\$267,190.96

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2016-17

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Actual Expenses	Remaining Cost
Personnel		YTD-July 2017	Aug-17	YTD-Aug 2017	
President & CEO	\$55,000.00	\$ 29,226.67	\$ 6,421.27	\$ 35,647.94	\$19,352.06
VP of Administration	\$20,000.00	\$ 17,434.80	\$ 3,595.47	\$ 21,030.27	(\$1,030.27)
Assistant Director of Finance	\$0.00	\$ -		\$ -	\$0.00
Senior Accountant	\$6,000.00	\$ 6,675.58	\$1,006.15	\$ 7,681.73	(\$1,681.73)
Junior Accountant	\$0.00	\$ -		\$ -	\$0.00
Bookkeeper	\$2,000.00	\$ 1,015.04	\$285.18	\$ 1,300.22	\$699.78
Professional Development	\$2,000.00	\$ 1,072.00	\$95.31	\$ 1,167.31	\$832.69
Payroll Taxes	\$5,000.00	\$ 3,167.62	\$416.59	\$ 3,584.21	\$1,415.79
Workers Compensation Insurance	\$500.00	\$ 215.46	\$26.21	\$ 241.67	\$258.33
Pension	\$2,500.00	\$ 1,411.48	\$303.29	\$ 1,714.77	\$785.23
Employee Group Insurance	\$14,000.00	\$ 8,845.46	\$1,340.05	\$ 10,185.51	\$3,814.49
Job Advertising	\$500.00	\$ 290.79	\$ -	\$ 290.79	\$209.21
New Employee Screening	\$250.00	\$ -		\$ -	\$250.00
Total Personnel	\$ 107,750.00	\$ 69,354.90	\$ 13,489.52	\$ 82,844.42	\$ 24,905.58
Operating	Budgeted Dollars				
Accounting/IT/Legal Consulting	\$10,000.00	\$ 2,992.23	\$176.77	\$ 3,169.00	\$6,831.00
Postage/Shipping	\$10,000.00	\$ 1,645.23	\$47.75	\$ 1,692.98	\$8,307.02
Auditing	\$4,000.00	\$ 3,019.96	\$493.76	\$ 3,513.72	\$486.28
Travel/Lodging	\$500.00	\$ 20.53		\$ 20.53	\$479.47
Rent	\$40,000.00	\$ 8,741.53	\$1,494.00	\$ 10,235.53	\$29,764.47
Telephone Service	\$3,500.00	\$ 1,520.15	\$259.10	\$ 1,779.25	\$1,720.75
General Business Liability Insurance	\$1,000.00	\$ 405.49	\$67.51	\$ 473.00	\$527.00
Insurance-Directors & Officers	\$1,500.00	\$ 989.36	\$146.83	\$ 1,136.19	\$363.81
Office Expense	\$31,000.00	\$ 3,398.86	\$128.86	\$ 3,527.72	\$27,472.28
Computer Resources	\$15,000.00	\$ -		\$ -	\$15,000.00
		\$ -		\$ -	
Total Operating	\$ 116,500.00	\$ 22,733.34	\$ 2,814.58	\$ 25,547.92	\$ 90,952.08
Equipment	Budgeted Dollars				
Equipment Service Contracts	\$750.00	\$ 622.71	\$108.93	\$ 731.64	\$18.36
Total Administrative Expenses	\$ 225,000.00	\$ 92,710.95	\$ 16,413.03	\$ 109,123.98	\$ 115,876.02

**Actual Services Expenses
Indiana: Fiscal Year 2016-17**

Cost Category Personnel	Budgeted Dollars	Actual Expenses YTD-July 2017	Actual Expenses Aug-17	Actual Expenses YTD-Aug 2017	Remaining Cost
Vice President of Operations	\$40,000.00	\$ 15,193.78	\$4,068.38	\$ 19,262.16	\$20,737.84
Indiana Services Director	\$40,000.00	\$ -		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$ 4,481.91	\$375.96	\$ 4,857.87	\$5,142.13
Billing Coordinator	\$5,000.00	\$ 3,085.40	\$1,105.68	\$ 4,191.08	\$808.92
Services Assistance	\$7,500.00	\$ 4,548.21	\$1,651.09	\$ 6,199.30	\$1,300.70
Service Provider Approval	\$2,000.00	\$ 56.16	\$0.00	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00	\$ 93.45	\$ 1,057.02	\$ 1,150.47	\$1,849.53
Hotline Counselor	\$2,000.00	\$ 1,140.03	\$196.52	\$ 1,336.55	\$663.45
Payroll Taxes	\$9,000.00	\$ 1,729.91	\$577.70	\$ 2,307.61	\$6,692.39
Workers Compensation Insurance	\$500.00	\$ 178.26	\$23.24	\$ 201.50	\$298.50
Pension	\$2,000.00	\$ 665.08	\$194.84	\$ 859.92	\$1,140.08
Employee Group Insurance	\$10,000.00	\$ 3,584.50	\$550.34	\$ 4,134.84	\$5,865.16
Total Personnel	\$ 131,000.00	\$ 34,756.69	\$ 9,800.77	\$ 44,557.46	\$ 86,442.54
Operating	Budgeted Dollars				
Client Education Materials	\$20,000.00	\$ 10,294.18	\$ -	\$ 10,294.18	\$9,705.82
Services Advertising	\$0.00	\$ -	\$0.00	\$ -	\$0.00
Meetings/Seminars/Conference	\$7,000.00	\$ -	\$ 226.67	\$ 226.67	\$6,773.33
Travel/Lodging To Service Providers	\$10,000.00	\$ 1,522.68	\$722.95	\$ 2,245.63	\$7,754.37
Srvcs Database Consulting & Dev	\$15,000.00	\$ 4,271.25	\$127.50	\$ 4,398.75	\$10,601.25
Client Service Providers	\$1,809,500.00	\$ 1,627,691.55	\$178,579.06	\$ 1,806,270.61	\$3,229.39
Toll-free Referral System	\$2,500.00	\$ 728.79	\$112.47	\$ 841.26	\$1,658.74
Contract Closeout Cost	\$25,000.00	\$ -		\$ -	\$25,000.00
		\$ -		\$ -	
		\$ -		\$ -	
		\$ -		\$ -	
Total Operating	\$ 1,889,000.00	\$ 1,644,508.45	\$ 179,768.65	\$ 1,824,277.10	\$ 64,722.90
Equipment	Budgeted Dollars				
Pregnancy Test Kits	\$5,000.00	\$ 4,349.10	\$501.40	\$ 4,850.50	\$149.50
Total Services Expenses	\$ 2,025,000.00	\$ 1,683,614.24	\$ 190,070.82	\$ 1,873,685.06	\$ 151,314.94